

# INSIDE VIRGINIA

TO KEEP YOU INFORMED OF  
PROGRAMS, EVENTS AND OPPORTUNITIES THAT CREATE THE VIRGINIA BUSINESS ADVANTAGE

OCTOBER 2002

## A Message from the Director

Did you know that 97% of Virginia's businesses have 100 employees or less? The Department of Business Assistance realizes the importance of our small business community to the growth and health of Virginia's economy. We are continuously working to improve our programs and services to better meet the needs of the Commonwealth's small businesses. In the last issue of Inside Virginia, we announced broader, more flexible criteria for our Virginia Small Business Financing Authority's Economic Development Revolving Loan Fund. (Please visit the August edition in our Media Center at [www.dba.state.va.us](http://www.dba.state.va.us) or call (804) 371-8254 if you missed this article and are interested in finding out more.) In this edition, we explain two new workforce training initiatives -- one designed to provide companies with funding for their incumbent worker retraining efforts and the other targeted towards funding the training of new employees of smaller businesses than our current workforce training program serves. DBA is also working on a Small Business Research Center, which would provide economic data and help explain how economic indicators may impact small businesses. These are just a few examples of how we are listening to our clients and striving to better serve them. **If you have other ideas how we can tailor or expand our programs to help your business, please give us a call at (804) 371-8200 or email [director@dba.state.va.us](mailto:director@dba.state.va.us).**

Chuck Mills, Agency Director

## Questions or Issues For Your Small Business?

*DBA Connection Gives You Answers & Solutions*

**[www.dba.state.va.us](http://www.dba.state.va.us)** No matter your business size, industry type, or length in business, you can find a wealth of information on DBA's web site at [www.dba.state.va.us](http://www.dba.state.va.us).

**Starting or expanding your business?** The *Business Launch Pad* will walk you through the process, step-by-step. The Launch Pad is filled with the most current information available, including checklists, helpful tips, licensing procedures, and direct links to the forms you will need. Check off the information that interests you, and the Launch Pad will collect it in your personalized "briefcase," which you can access or save at the end of the process.



**Are you a minority or woman-owned business?** Check out our special resource guide and find out more information about how to certify your business.

**Looking for access to capital, workforce training, or small business counseling?** Visit our pages dedicated to these topics, our Frequently Asked Questions (FAQ) section, or choose "Contact Us" to get an email response from our staff.

**Have a licensing question?** The *Virginia License and Permit Guide* provides information on licensing and regulatory requirements for both establishing and operating a business. Requirements are organized by agency or by business type.

**Looking for networking, educational, or marketing opportunities?** Visit our Events Calendar for a listing of business-related events and courses.

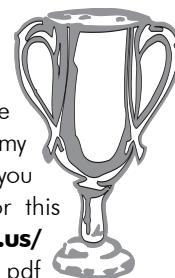
**How else can we help you?** Be sure to visit our Business Resource Center, a library of online resources to help your business with topics like incentives, exporting, marketing, environmental issues, economic trends, taxation, and employee programs. Not sure where your question fits? Search our site from any page or choose "Contact Us" to have one of our Existing Business Services representatives find the answer for you.

**Don't see what you're looking for?** Let us know and we'll include it on our web site!

If you do not have Internet access, please call us at (804) 371-8200.

## Seeking Nominations for Veteran's Award

The Virginia Small Business Development Center (SBDC) network is seeking entries for the Small Business Veteran of the Year Award. The award recognizes veterans who have made a significant contribution to Virginia's economy through their involvement in small business. If you are interested in nominating a veteran for this distinguished award, visit [www.dba.state.va.us/smdev/latestnews.asp](http://www.dba.state.va.us/smdev/latestnews.asp) to download a pdf nomination package, or call DBA at (804) 371-8253 for the number to the SBDC near you.



## Governor to Announce One Virginia – One Future at DBA's December Seminar

Governor Warner will present his new economic development strategic plan for the Commonwealth, **One Virginia – One Future** at DBA's next Virginia Economic Development Seminar. The event will be held at the Holiday Inn Select Koger Center in Richmond on December 4, from 9 a.m. – 1:30 p.m. Invitations and registration materials will be mailed in mid-October. **For more information, email [dmelvin@dba.state.va.us](mailto:dmelvin@dba.state.va.us) or call (804) 371-0371.**

## New Workforce Services Initiatives for Small Businesses and Retraining Efforts

Governor Warner recently announced two new initiatives under DBA's Workforce Services Program. The Small New Jobs and Retraining initiatives will better allow DBA to serve the needs of Virginia's small businesses and the retraining needs for Virginia's workforce.

DBA's Small Business New Jobs Initiative, a pilot program for Fiscal Year 2003, is designed to assist for-profit, existing companies that have been in operation for at least one year. In order to be eligible for the initiative, companies must create a net of 5 to 24 new jobs within a 12-month period, have a total of no more than 200 employees company-wide, and make a minimum capital investment of \$100,000. DBA will provide companies with the same services for this program as our existing new jobs program: customized recruitment and training to qualified workers at all skills levels for newly created jobs. The results of this fiscal year's pilot initiative will dictate future allocations and criteria.

"Historically there have not been any recruiting and training programs offered in Virginia to small businesses," said Workforce Services Director, Preston Wilhelm. "This program is a milestone for the commonwealth's small business community."

The Retraining Initiative will provide consulting services and funds to companies to assist in retraining their existing workforce. With regard to this initiative, retraining is defined as an upgrade in skills for existing employees identified as essential to the production or

distribution of a product or service. To be eligible for these funds, a company must be integrating a new technology in their product or process; changing a product or service line due to marketplace demands; or redesigning their service delivery process, all of which would require a need for new skills and technological capabilities by the firm's existing labor force.

For more information regarding the Workforce Services Program, please contact DBA at [www.dba.state.va.us](http://www.dba.state.va.us) or (804) 371-8120.

## Fast Growing Virginia Firms Sought for "Fantastic 50" Recognition

Do you know of a fast-growing Virginia company that is creating jobs and making steady profits? Success deserves recognition, and the Virginia Chamber of Commerce would like to honor 50 such companies with one of its annual "Fantastic 50" Awards, to be presented at a banquet next spring.

The Virginia's Fantastic 50 Awards is the only program that covers the entire state and is open to all types of businesses. Nominations are welcome from local chambers of commerce, economic development organizations and other business groups throughout Virginia. Companies may nominate themselves, and previous winners are eligible.

For more information or to nominate a company online in minutes, visit [www.goodmanco.com](http://www.goodmanco.com) or [www.vachamber.com](http://www.vachamber.com) or call the Virginia Chamber of Commerce at (804) 644-1607.

### Please Help Us Be More Cost Efficient!

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- Would be willing to receive the newsletter electronically (newsletter will be sent as a web page . . . no more PDFs)
- Need to update your mailing address
- Receive duplicate mailings
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- Have a former colleague who still receives mailings and needs to be removed from our list

Email [dmelvin@dba.state.va.us](mailto:dmelvin@dba.state.va.us) or call (804) 371-0371. Thank you!

### Don't Miss These Events!

Emerging Business Forum – 10.20-22.02  
 VA Conference on World Trade – 10.23-25.02  
 NAWBO 2002 Women's Business Expo – 10.24.02  
 Women Entrepreneur's Expo – 10.25-26.02  
 Gtr. Washington's Hispanic Expo – 11.09-10.02  
 Virginia Economic Dev. Seminar – 12.04.02  
 For more info: [www.dba.state.va.us/events/](http://www.dba.state.va.us/events/)



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